



DELTA PATENTS

Training for Patent Professionals

**EQE PAPER D
3-DAY
METHODOLOGY
COURSE**

DELTAPATENTS WELCOMES YOU

Why DeltaPatents?

DeltaPatents is a **patent attorney firm** based in the Netherlands with a passion for quality. We provide the highest quality advice and service to public and private companies at various stages of growth from start-up to Fortune 500. All our patent specialists have a deep technological knowledge and extensive industrial experience at companies like Philips, NXP, ASML, AstraZeneca and Shell. Through our education activities, we stay ahead in terms of law changes, case law and procedural requirements.

We are proud to be a leading training organization for the **European Qualifying Examination (EQE)**. Our renowned courses can be followed throughout Europe. We offer a complete range of courses and high quality training material for the EQE. The knowledge and experience gained during more than a decade of EQE training provides a solid basis for our comprehensive range of training courses in different areas. We offer **Continuing Education of Patent Attorneys** (e.g. patent law update course, a Unitary Patent course, and various IP master classes).

For **R&D** (R&D managers, researchers, developers, inventors, entrepreneurs, IP management, IP coordinators and tech-transfer officers), we provide targeted IP tutorials, a Portfolio and Strategy course, and several workshops.

“It was a pleasure to study with such a skilled and nice instructor”

Our **blogs** keep you up-to-date on the EQE, Case law, Patent procedures, Unitary Patent and Dutch IP News.



In 2006 we started **training IP support staff**, culminating in a full training program preparing for the official Dutch Formalities Officers exam. The training modules are now offered throughout Europe.

Our training focuses on giving insight and understanding, and ensuring that the acquired knowledge can be practically applied. Unique for DeltaPatents is that we thoroughly train and guide our tutors. For our tutors, training is a profession, mastered by teamwork and frequent involvement in courses. We take feedback of attendants seriously and act on it. For us, quality and customer satisfaction are essential.

DeltaPatents' personal touch

We believe in teaching and treating candidates with a personal touch. You will be trained in small groups, giving ample opportunity to discuss unclear issues in more detail and get personal assistance.

Hospitality is important to us. For candidates staying in Eindhoven for a couple of days, we always organize a social event, such as a dinner or a trip to a local place of interest. We welcome contact (e.g. via e-mail, telephone or video chat) with our tutors to ask follow-up questions, to clarify course materials or to report mistakes.





EQE PAPER D

3-DAY METHODOLOGY COURSE

Objective

You need to understand your strengths and weaknesses, and to prepare accordingly. A good pass is possible by scoring 75% of the available points for 75% of the legal issues. By the end of this course, you will understand how to score high points on D for the things that you know and the things you do well. You will understand what must be handed-in to get points, and you will have practiced a proven approach for generating answers. We will discuss alternative answers and different styles that can also score points. You will also be given many rules-of-thumb to guide this approach, based on our many years of EQE experience. We will also provide practical tips about how to organize your reference materials, how to study, what to take to the exam and how to divide your time between DI and DII parts.

Objective for DI

By the end of this course, you will be able to optimize the points you can score with your level of legal

knowledge. Crucial to success in the D paper is sufficient in-depth legal knowledge. You will practice finding things quickly in your books, and applying your legal knowledge to the facts given to get a good answer. You will compare your answers with our examples, and with the answers of other participants, to better understand the legal arguments required for each question, and the legal basis that is sufficient for points.

Objective for DII

Even a very high degree of competence in DI is not enough to score high points on DII. With an average score of 20 out of 60 points, this is the most difficult part and often the reason for failing. By the end of this course, you will have practiced a step-by-step approach that has been proven to work on all recent papers, without hindsight of the answer and without knowledge of the official examiners' report. You will practice combining your legal knowledge with this approach to produce a high-scoring DII answer.





Course Concept

Competing courses often concentrate on explaining and defending the EQE Compendium answer – this can help the legal understanding, but it does not give the tools to produce a comparable answer yourself. Our approach addresses the problem you will face on next year's exam – starting from a DI or DII question, how do you produce a good answer in the time available?

DeltaPatents' new DI and DII methodologies have been developed and tested using the comments and experiences of many former candidates.

1-day is spent on DI, where the theory and practice of tackling DI are taught using past DI questions. Each participant attempts the questions, followed by a detailed analysis by the tutor and group discussions. In particular, the answers are dissected to see why some comments are included, and why others are not.

The DII methodology is taught using cases derived from past papers during the remaining 2-days. The cases represent frequently-recurring aspects, and illustrate the tools available to extract and organize the information, to recognize what is important and to incorporate point-scoring comments in the final answer. The skills are then applied step-by-step to a recent DII paper, with regular group discussions to explore different opinions and approaches. Examples, worksheets and flowcharts are provided, so that the steps are clear and consistent.

“This course should be mandatory!”

Course Highlights

- A unique approach of guiding the candidate from DI and DII questions to a high-scoring answer, without hindsight of the official EQE compendium.
- DeltaPatents' DI model solutions, showing interpretation of the question, an approach to answering and the resulting high-scoring answer complete with annotations.
- Exclusive practical cases based on past DII papers, to stimulate both individual and group participation. Each case is selected to illustrate one or more steps of the methodology.
- Step-by-step guidance through a full DII paper, illustrating how the tools and techniques can be used in practice.
- Full documentation, including further explanation of the methodology, additional DI and DII exercises, lists of materials to take to the EQE and DeltaPatents' own solutions to the DI questions and DII cases and papers.

Topics included

The following topics are covered:

General

- How to prepare for the D paper
- Time management
- Styles and detail of answering

DI-specific

- Reading and analyzing the question
- Sufficient legal basis
- When is something relevant or not relevant

DII-specific

- Analyzing the client's letter
- Organizing the information using tools such as a timeline
- Dealing with recurring problems such as public disclosure dates, invalid priorities, “first application”, insufficiency of disclosure
- Advising the client and improving his position
- Recognizing threats from the competitor

Training Material

A comprehensive set of high quality, up-to-date training materials will be provided in a binder including:

- More than 400 overhead sheets introducing and explaining how to tackle DI and DII.
- “D methodology book”, explaining the background, providing additional tools and more in-depth explanation.
- Materials for use at the EQE, including methodology flowcharts for DI and DII.
- Checklists, and examples of phrasing, to be used when writing your answer to DII.
- DeltaPatents' own model solutions for the DI and DII papers practiced. Initially based on past EQE papers, they have been fully updated to incorporate the latest legal changes, and demonstrate how the DeltaPatents' methodology has been applied, and discuss alternative answers.



The copyrighted course material is provided for the personal use of the participants, who are asked not to make reproductions without permission.

All materials have been updated, where necessary, to the legal situation on 31 December 2017.

D papers used in this course

Papers that will be used in the EQE 2017 courses will be announced as soon as possible.

All these papers have been adapted to the current 5 hour format.



Who should attend?

The course is aimed at participants preparing for the EQE. Participants are expected to have reached an advanced stage in their own preparations. It is suitable for both first-time sitters as well as for re-sitters as it uses older DI and DII papers to practice the methodology.

“I received very valuable tools and insights that I am sure will help me in being successful at the exam.”

Methodology Course for Re-Sitters

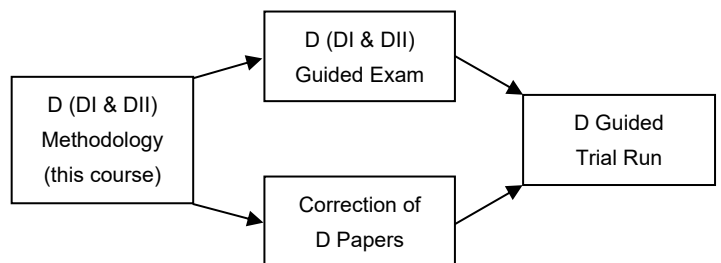
Some of the courses will be adapted for re-sitters. The DI and DII Methodology are practiced using the EQE 2017 D paper so that re-sitters can figure out where they went wrong. At the end of the course, each candidate will know the areas that need to be improved for a better performance. The date and location of re-sitters courses can be found at www.deltapatents.com.

Subsequent training and practice

This course teaches a basic methodology. To use it efficiently on the EQE, you need to practice it, and where necessary, adapt it to your knowledge, style and reference materials. We recommend further practice on at least 3 D papers (DI and DII parts).

We offer suitable DI and DII practice during our:

- **2-Day Paper DI and DII Guided Exam** (*strict condition: you must have followed the 3-day Methodology course*)
- **4- or 5-Day Paper D Guided Trial Run** (the 5-day includes 1-day Paper D Methodology crash course)
- **Correction of EQE Papers program, using updated exam papers**



All of our D training and model solutions are based upon this methodology. It is therefore highly recommended to follow the DI and DII Methodology course before doing the other training.

Detailed brochures for these courses can be downloaded from www.deltapatents.com.

Course language

The course will be given in English in the Netherlands, Denmark, Italy, Sweden and the U.K.

In Germany, a course in German and in English will be given.

For the first time a course in French will be given in France.

Attendance limited to 20

A maximum of approximately 20 participants can take part in the course. This limitation will give the tutor the opportunity to discuss unclear issues in more detail and provide personal assistance during the practicing of the cases and the paper.

Certificate

All participants will receive a certificate after attending the course.

Registration courses

The price of the **“3-day Paper D (DI & DII) Methodology Course”** in the Netherlands is **€ 1.145** (excluding 21% VAT).

The price for this course in Denmark, France, Germany, Italy, Sweden and U.K. is **€ 1.405** (excluding 21% VAT). Prices include tuition, course materials, refreshments and lunches.

An administrative fee of € 125 is charged for every booking.

If more than one course is booked at the same time, only one administrative fee of € 125 will be charged. Please register online or use the form in this brochure.

Important information regarding course location

This course is offered at various locations in Europe, but we cannot guarantee that we can definitely confirm the course at all locations. At least 8 participants must register to definitely confirm. If we do not reach this number, we will ask participants to attend the same course in Eindhoven (NL).

Cancellation policy

Please check our website (www.deltapatents.com) for our cancellation policy.




Training locations

We do not only provide training in our base in Eindhoven, the Netherlands, but many of our training modules are available at several locations in Europe to minimize your travel costs.

In-house training

All courses can also be given in-house. If required, a module can be tailored to your local organizational needs. Please contact us if you are interested in inviting us to your office.



**“THE COURSE
INCREASES MY
MOTIVATION TO WORK
ON THE D-PAPER AND
HELPS FINDING MY
WEAK SPOTS.”**



Roel van Woudenberg
DeltaPatents



Jelle Hoekstra
DeltaPatents



Pete Pollard
Salted Patent



Heide Götz
EPO Munich



Grégory Baque
Baque IP

Meet the Tutors

The training will be given by one of the following tutors:

- **Roel van Woudenberg** is an experienced tutor and patent attorney at DeltaPatents. He is major contributor to the DeltaPatents' books "Basic Legal Questions" and "Main Exam Questions for Paper D".
- **Jelle Hoekstra** is founding partner of DeltaPatents, and an experienced tutor. He is author of the book "Methodology for Paper C" and contributor to the DeltaPatents' books "Main Exam Questions for Paper D" and "Basic Legal Questions book".
He is also the author of the book "References to the European Patent Convention" (www.hoekstradoc.nl).
- **Pete Pollard** is an experienced tutor for DeltaPatents for many years now. He was also contributor to the D- and L-book.
- **Heide Götz** is a senior examiner at the EPO in Munich and a tutor. She is involved in a lot of opposition proceedings, regularly contributes to the EPO's "Examination Matters", participates in the organisation of EPO's "Search Matters" and is active in the advanced training of examiners.
- **Grégory Baque** is an experienced tutor (e.g. ASPI tutor for 7 years and a Visiting Professor of Fudan University Law School in China). He is an IP Advisor at Baque IP. Until recently, Gregory headed Philips Intellectual Property and Standards in Europe. He is the author of the book "CBE-PCT, a reference about the European Patent Convention and the Patent Cooperation Treaty".



Mieke Zonjee

Contact

For more information please visit the DeltaPatents website (www.deltapatents.com) or contact Mieke Zonjee at DeltaPatents (training@deltapatents.com).



REGISTRATION FORM

FOR COURSES OFFERED IN THE NETHERLANDS, DENMARK, FRANCE, GERMANY, ITALY, SWEDEN AND UK

You may register by **fax** + 31 40 2366708 **mail** DeltaPatents B.V., Fellenoord 370, 5611 ZL Eindhoven, the Netherlands
website www.deltapatents.com **e-mail** training@deltapatents.com

name

company

address

billing-address (if different)

billing e-mail

billing phone number

purchase order

VAT-number

phone number participant (office or private)

mobile phone participant

First price mentioned is for courses in the Netherlands, second price mentioned is for courses in Denmark, France, Germany, Italy, Sweden and UK. A registration fee of € 125 (for a 1-day course € 65) is charged for each booking. If more than one course is booked at the same time, only one administrative fee of € 125 will be charged. All prices are exclusive of 21% VAT. No VAT will be charged if a VAT-number is provided on this form.

Paper A & B 4-day A & B Methodology € 1.530/€ 1.840 Date:
 2-day A Methodology € 765/€ 920
 2-day B Methodology € 765/€ 920

Paper C 3-day C Methodology € 1.145/€ 1.405 Date:
 2-day C Guided Course € 1.035/€ 1.245
 5-day C Full Preparation: 3-day Methodology and 2-day Guided Exam € 2.550

Paper D 3-day D (DI – DII) Methodology € 1.145/€ 1.405 English German Date:
 2-day D (DI – DII) Guided Course € 1.085/€ 1.295
 5-day D Full Preparation: 3-day Methodology and 2-day Guided Exam € 2.600
 4-day D Guided Trial Run € 1.530/€ 1.840 English German
 5-day D Guided Trial Run (incl. D Methodology crash) € 1.910/€ 2.270 English German

Cancellation policy: please check our website for our cancellation policy